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U. S. Department of Agriculture

PRICE LIST

**Hardy
Northern
Grown**

Nursery Stock



Sherman Nursery Company
Charles City, Iowa
48th Year

7-32

Notes and Suggestions

Read Carefully

1. Confine sales strictly to sizes and varieties in this list.

2. No order to be taken for less than \$2.00 worth of stock unless cash is paid in advance.

3. Take no order for delivery at places where there is no Railroad Station.

4. Take no order for delivery on a set date or during any certain month. Have order read Spring or Fall.

5. Use the utmost care in writing order, to have all figures, post office address, including rural route, and name written plainly, thus avoiding mistakes in filling orders.

6. Sign each order as Agent, have customer sign orders where intended, write name of customer VERY PLAINLY at top of order.

7. Be sure that order is added up correctly and see that the amount of order, after deducting any credit for board or lodging, is carried to top of order and entered in blank space intended.

8. Size all stock where required to do so by order blanks, for instance, note space for size after Apples, Plums and Evergreens, be very careful to write sizes in order as they are listed in this price list, and do not under any circumstances write even size, as 5 feet, 6 feet, 18 inches; all such irregular sizes put us to lots of extra work, and we will return any order so sized.

9. See that delivery station is written in, also season of delivery, stating year, and ascertain correct postoffice address of customer.

10. Confine your sales to central delivery points. Avoid making deliveries at every little town; as a rule customers can be induced to go to your regular delivery station.

11. You may sell 500 at 1000 rates where thousand rate is given, 50 at 100 rate, except where otherwise noted. Sell Forest Trees in even hundreds only. In giving ten rates on Plum, Cherry, Grape Vines and transplanted Evergreens, we will not allow you to put in less than 2 of a variety in making up the ten, and in giving 100 rates, you must not put in less than 5 of a kind. On Currant, Gooseberry, Raspberry and Blackberry, in giving ten rates, you must not put in less than 5 of a variety, and not less than 25 of a kind in giving 100 rates.

GENERAL INFORMATION

REPLACE TERMS

Any stock that fails to live, if given proper care, will be replaced **FREE** of charge, provided we are notified before December 1st following delivery, with exception of evergreens, which will be replaced only at one-half price.

DELIVERY SEASON

Never promise a customer a definite date for delivery. We guarantee to ship at the proper time for planting. Do not agree to deliver goods to premises, but instruct customers they will be notified to call at some centrally located place in town at delivery time. A delivery agent has plenty to attend to without making personal delivery of every package.

WE PAY FREIGHT, EXPRESS OR PARCEL POST

The prices quoted in this list are for goods delivered at any railroad station. Do not write up orders for delivery at inland town (off the railroad). Some nurseries make an extra charge of 10% or more to cover cost of packing and transportation. (Free replace orders are shipped by express, charges collect.)

TERMS OF PAYMENT

All orders are taken with the understanding that cash will be paid in full at the time of delivery, unless payment has been made in advance.

PRICES

In every instance the price named is entirely in keeping with the high quality of our guaranteed stock. Inferior grades of stock may be bought for less, but poor stock is dear at any price and an experienced planter will not buy it. It is not so much what the customer pays as it is what he gets for what he pays that determines his degree of satisfaction.

PACKING

Every customer's order is **BURLAPPED** at a heavy expense to assure delivery of his order in first class condition. Large orders are boxed in a separate box with plenty of moist packing material. No extra charge is made for this feature of service.

LANDSCAPE SERVICE

To give our customers better plantings we maintain a Landscape Department. Plans will be furnished our customers free of charge. Feel free to consult our Architect at any time with regard to planting arrangements and designs. See catalogue, page 60.

Hardy Northern Grown Apples

The following list of apples contains only the very choicest of the hardy and productive varieties. Apple Orchards are a good investment. Five to eight years after planting they pay big dividends. A few apple trees planted in the rear yard will, as a rule, yield surprising returns. Plant apple trees for shade in the chicken yard, for flowers in the lawn area, or for delicious fruit in the garden and orchard.

GROUP A

In this group we list the new varieties introduced by the Iowa State College of Ames, Iowa, and the recent introductions of the late C. G. Patten of Charles City, Iowa. These varieties are extremely hardy, of high quality and abundant bearers.

Ames (Winter)	Monona (Winter)
Brilliant (Winter)	Sharon (Winter)
Eastman (Fall)	Silas Wilson (Winter)
Hawkeye Greening (W.)	Summer Pear (Summer)
Anoka (Summer)	

Select Trees, 4-5 ft.....	\$1.00 each
Extra Fancy, 5-6 ft.	1.25 each

GROUP B

Special valuable varieties for Northern Iowa, Minnesota, Wisconsin, Dakotas and all northern states.

Iowa Beauty (Fall)	Tetofsky (Harvest)
Malinda (Winter)	Salome (Winter)
Redwing (Winter)	Windsor Chief (Winter)

	Each	Per 10	Per 100
First Class trees, 4-5 ft.....	\$1.00	\$ 9.00	\$ 85.00
Specimen trees, 5-6 ft.....	1.25	11.00	115.00

DOLGO CRAB

Beautiful for bloom, excellent for fruit.

4-5 ft.	1.50 each
5-6 ft.	\$1.75 each

GROUP C

This group contains the standard well known varieties. See prices at bottom of page.

SUMMER VARIETIES

Duchess	Yellow Transparent (Harvest)
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FALL VARIETIES

Anisin	Patten's Greening
Hybernal	Peter
Longfield	Wealthy
McMahon	Wolf River
Okabena	Fameuse (Snow)

WINTER VARIETIES

Ben Davis	McIntosh Red
Delicious	N. W. Greening
Gano	Peerless
Golden Russett	Tallman Sweet
Grimes Golden	University
Jonathan	Winesap

CRAB APPLES

Transcendent	Whitney
Hyslop	Sweet Russett
Minnesota	Virginia
Soulard	Yellow Siberian
Strawberry	

	Each	Per 10	Per 100
First Class trees, 4-5 ft.	\$.60	\$5.00	\$48.00
Specimen trees, 5-6 ft. ....	.75	7.00	65.00

Special—One Tree Apple Orchard

Five different kinds of apples on ONE TREE is an ideal tree for the City man with limited planting space. The four best varieties originated by Mr. C. G. Patten, Summer Pear, Eastman, Silas Wilson and Brilliant, are bud-grafted on University, an extra hardy and thrifty tree, making the fifth variety. These trees have had tops trimmed back at grafting or budding point and the customers should understand they will look as though roughly trimmed when received at shipping time. These trees are not a new untried experiment—they are a success. We have been growing the world's famous "Five-in-One-Apple" or the One Tree Apple Orchard since 1914.

5 year old trees, 6-7 ft. trees....\$5.00 each, 2 for \$9.00

Standard Pear Trees

Standard Pears require but little care. Of all fruits the pear is least particular as to soil, enduring drought with great fortitude. Pears are not reliably hardy in Northern Iowa and similar climates, with the exception of the PATTEN PEAR which was originated here at Charles City, Iowa.

Flemish Beauty

Bartlett

Keiffer

Above list, 4-5 ft. trees.....\$1.00 each

Above list, 5-6 ft. trees (Specimen)..... 1.25 each

Patten Pear

This pear was originated by C. G. Patten and named by the Iowa Agricultural Experiment Station. It is a cross-bred seedling of Orel and Anjou. The former is an extremely hardy, blight resistant Russian Pear, while Anjou is one of the highest in quality of our commercial sorts. Growing on the State Fruit Breeding Farm at Charles City, the Patten Pear has been regularly productive, sometimes over-productive. Fruit hangs well, good size and attractive. Not rived in quality by any other pear grown north of Central Iowa. Color, green with reddish blush. Flesh, very tender, very juicy, sweet and rich. It is ready for use last of September and October. The tree is an upright, vigorous grower, blight resistant, and is entirely hardy.

Special price, 4-5 ft.....\$1.50 each, 2 for \$2.75

5-6 ft..... 2.00 each, 2 for 3.75

Peach Trees

Peach trees are listed for the benefit of our Southern customers. We do not recommend planting peaches north of Central Iowa.

Champion
Heath Cling
Bokara

J. H. Hale
Crawford's Early
Elberta

	Each	Per 10
First Class Trees, 4-5 ft.	\$.75	\$7.00
Specimen trees, 5-6 ft.	1.00	8.50

Apricots

Early Golden

Superb

	Each	Per 10
3-4 ft.	\$1.00	\$ 9.00
4-5 ft.	1.50	12.50

Hardy Plum Trees

A handsome tree for lawn or garden. Beautiful in bloom, rich in fruit. Excellent fruit for canning, preserves, and delicious jams. We list only the very hardiest varieties of American origin. For best results plant a cluster of five or seven trees spacing the trees 12 feet apart in a square, with one tree in the center of the group as a pollinizer.

American Varieties

DeSoto
Forest Garden
Waneta

Surprise
Wolf

	Each	Per 10
Above list, 3 to 4 ft.	\$.75	\$ 7.00
Above list, 4 to 5 ft.	1.00	9.00
Above list, 5 to 6 ft. (Specimen)	1.25	10.00

Minnesota State Fruit Breeding Farm Plums

Golden Rod
Monitor
Red Wing

Tonka
Underwood
Loring Prize

These are new and very desirable plums. Especially recommended for the north. Plant some of these Minnesota plums. You will be well pleased with them.

	Each	Per 10
4 to 5 ft.	\$1.25	\$10.00
5 to 6 ft.	1.50	12.50

Hansen's Plum Introductions

Hanska	Kahinta	Originated by Prof. Hansen of South Dakota. Trees are entirely hardy, and very heavy bearers second year after planting. Good in any locality.
Sapa	Waneta	
Sansota	Compass Cherry	
Opata		

	Each	Per 10
Above list, 3 to 4 ft.....	\$.75	\$ 7.00
Above list, 4 to 5 ft.....	1.00	9.00
Above list, 5 to 6 ft. (Specimen).....	1.25	10.00

Patten Plum

Patten Plum was originated by the late C. G. Patten at his experiment station at Charles City, Iowa. This plum was officially named by the Iowa Agricultural Experiment Station. The original tree is still very productive, and in good condition. The fruit is very large, medium red in color, with lilac bloom; flesh, very firm, meaty, juicy, delicious flavor when ripe. Season, mid-September. The fruit, unlike some of the American plums, does not run to small sizes as the trees become old. Fruit is free from brown rot. This plum was first known as "Apple Plum."

4 to 5 ft.	\$1.50 each; 2 for \$2.75
5 to 6 ft. (Specimen).....	1.75 each; 2 for 3.25

Minnesota State Fruit Breeding Farm Cherries (Dwarf)

Nicollet

Zumbra

	Each	Per 10
3 to 4 ft.	\$1.00	\$ 9.00
4 to 5 ft.	1.25	10.00

(We cannot supply 5-6 ft. grade.)

Cherry

Early Richmond

Wragg

Mt. Morency

Ostheim

Eng. Morello

Black Tartarian

Compass

	Each	Per 10
Above list, 3 to 4 ft.....	\$.75	\$7.00
Above list, 4 to 6 ft. (Specimen).....	1.00	9.00

All varieties of Cherries except Compass, Nicollet, and Zumbra should not be sold north of Iowa-Minnesota line.

Grape Vines

No garden, however small, is complete without Grapevines. They can be used to cover any object or space—the side of a house, a fence, or a pergola, giving welcome shade. Fine for the children; excellent for jelly and grape juice. Grapes will grow in most kinds of soil. All varieties except Beta should be given some winter protection in localities north of Central Iowa. We list for sale only the two year old number one plants, small inferior plants do not give our customers satisfaction even though purchased for less money than our prices.

TWO YEAR HEAVY

	Each	Per 10	Per 100
Agawam (Red)	\$.50	\$4.00	\$35.00
Beta (Black-Hardy) .....	.50	4.00	30.00
Concord (Black) .....	.35	3.00	20.00
Moore's Early (Black) .....	.50	4.00	35.00
Niagara (White) .....	.50	4.00	35.00
Worden (Black) .....	.50	4.00	35.00

Currants

Plant a row of currants along the edge of the garden or between two rows of fruit trees. They are ornamental and highly useful. Nothing finer than currants for jelly. Our plants are Strong Two Year—Ready to Bear.

London Market (Red)	White Grape (White)
Long Bunch Holland (Red)	Victoria (Red)

	Each	Per 10	Per 100
Above list	\$.40	\$3.50	\$30.00
Perfection Currant .....	.75	6.00	60.00

Gooseberries

Gooseberries are a sure crop. They are absolutely hardy anywhere in the Northwest. They bear big crops of berries that make the finest kind of jelly and sauce, to say nothing about the delicious "gooseberry pie." We offer only two year old heavy branched plants.

	Each	Per 10	Per 100
Houghton (Red)	\$.40	\$3.50	\$25.00
Downing (Green) .....	.50	4.00	35.00
Pearl (Light Green).....	.50	4.00	35.00
Carrie (Wine) .....	.50	4.00	35.00
Red Jacket (Large Red).....	.75	6.00	50.00

IMPORTANT

Why we advise our customers to use two-year Raspberry transplants instead of CHEAPER PLANTS

Raspberries are propagated by two different methods. With the black varieties the usual custom is to bury the tips of the growing canes and allow the tip to take root. After rooting the tip is severed from the parent plant and becomes a tip plant. Most varieties of Red Raspberries throw up suckers from the roots of growing canes and when these are parted from the mother cane, become sucker plants.

Such tip and sucker plants are commonly used by some nurseries and dealers to fill orders and as they cost practically nothing, are sold at very cheap prices. It can be readily understood that such plants cannot have a well developed root system or the vigor or strength to mature into strong, healthy, full crop bearing plants. At the very best there must be so many weaklings among such plants as to prevent the establishment of a profitable, well balanced planting.

Our method is to take such one year old tips and sucker plants and set them out at proper distances in the nursery rows, in fertile soil, where they are cultivated for one year more before being offered for sale. In this way the inferior and weak plants are deeded out and each remaining plant has every opportunity to develop a thick and stocky crown with a fine well-grown root system, which rapidly adapts itself to its new location when transplanted.

Such transplants have the root strength and inherent vigor to produce abundant crops of full sized berries and the canes have the bodily structure to stand up under the burden of their heavy load of fruit.

Our berry bushes in most cases will be found bearing considerable fruit in the nursery rows the summer before the plants are shipped to our customers. Thus they can be truthfully called bearing age plants which are sure to yield quick and heavy crops when planted by our customers.

In these days when so many raspberry patches are infected with one or more of several recently discovered serious plant diseases it is exceedingly important that planters buy disease-free, thrifty, healthy plants, such as we guarantee all our stock to be.

Raspberries

There is no fruit that pays better with so little care or work. Raspberries are delicious for table use. For canning purposes they are unexcelled, as jelly, sauce, jam, or preserves. Raspberry shortcakes are delicious. Our plants are free from disease, being inspected by our state inspectors twice each year.

	Per 10	Per 100	Per 1000
St. Regis (Everbearing)			
Red)	\$2.00	\$12.00	\$ 75.00
Latham (Best Red).....	2.00	15.00	80.00
Cardinal (Purple)	2.25	18.00	150.00
Columbian (Purple)	2.25	18.00	150.00
Cumberland (Black)	2.25	18.00	150.00
Gregg (Black)	2.25	18.00	150.00
Chief (New Red)	3.00	20.00	100.00
King (Red)	2.00	12.00	75.00

Note: All varieties of Red Raspberries spread from the roots. Black and purple varieties reproduce new plants whenever the tips of the branches touch the ground.

Blackberries

Blackberries are very easily grown and make the most delicious kind of jelly, jam and pie. Blackberry plants should be mulched heavily with well rotted manure, lawn clippings, or straw, about the first of June each year to preserve moisture and produce big crops of luscious berries every summer. The blackberry is a good investment for either home or commercial purposes. Our plants are two year strong transplants.

	Per 10	Per 100
Ancient Britton	\$2.00	\$15.00
Rathburn	2.00	15.00
Lucretia Dewberry	2.00	15.00

Strawberries

The success of a strawberry patch is due largely to the preparation of the plants for setting out. The best method is to cut off the stems, leaving but one or two of the smallest leaves and cut off the ends of the roots, leaving them about four inches; this should be done in a cellar or cool, shady place. Do not allow the crowns of the plants to become too wet before planting as they will rot very easily. We have absolute faith in our fine rooted strawberry plants and replace free to all customers advising of any loss of plants.

	Per 25	Per 100	Per 1000
Dunlap (June Bearing)	\$.75	\$ 2.50	\$17.50
Everbearing (Progressive) . .	1.25	4.00	35.00
Mastodon (Everbearing)	1.50	5.00	45.00

Miscellaneous Fruits

	Each	Per 10	Per 100
Dwarf Juneberry (2 yr.)	\$.50	\$ 5.00	\$40.00
Mulberry, Russ., 12-18 in. (bdl. of 100) . . . . .	....	.75	5.00
Mulberry, Russ., 2-3 ft. . . . .	....	1.50	10.00
Mulberry, Russ., 5-6 ft.	1.50	12.50	75.00
Linnaeus Rhubarb, 2 yr. . . . .	.35	3.00	20.00

ASPARAGUS (2 Yr. Crowns)

	Per 25	Per 100	Per 1000
Conover's Colossal	\$2.50	\$6.00	\$50.00
Washington Rust Proof	3.00	8.00	60.00

(Do not sell in lots less than 25)

No Spring Vegetable more welcome than Asparagus. It is easily grown and should be cultivated in every garden.

Windbreak Evergreens

Transplanted stock with bushy tops and plenty of fine fibrous roots. See pages 12 to 17 for fancy specimen Evergreens.

	Per 10	Per 100
Arbor Vitae, 12-18 in. (Heavy).....	\$ 6.50	\$50.00
Arbor Vitae, 18-24 in. (Heavy).....	8.50	75.00
Arbor Vitae, 2-3 ft. (Heavy).....	12.50	90.00
Black Hills Spruce, 12-18 in.	10.00	75.00
Black Hills Spruce, 18-24 in.	15.00	90.00
Northern Pine, 15-18 in. (Light).....	3.00	25.00
Northern Pine, 18-24 in. (Light).....	5.00	40.00
Northern Pine, 2-3 ft. (Heavy).....	7.50	65.00
Norway Spruce, 15-18 in. (Light)...	3.00	25.00
Norway Spruce, 18-24 in. (Heavy)..	6.00	50.00
Norway Spruce, 2-3 ft. (Heavy)....	7.50	65.00
Norway Spruce, 3-4 ft. (Heavy)....	10.00	85.00
Scotch Pine, 18-24 in. (Heavy).....	6.00	50.00
Scotch Pine, 2-3 ft. (Heavy).....	7.50	65.00
White Spruce, 10-12 in. (Light).....	3.00	20.00
White Spruce, 18-24 in.	7.50	65.00
White Spruce, 2-3 ft.	10.00	75.00
White Spruce, 3-4 ft.	15.00	100.00

Evergreen "1215" (Special)

Light transplanted trees, branched and well rooted, tied in bundles of 50. Do not sell less than 50 of a variety.

	Scotch Pine		Norway Spruce		Northern Pine
Per 100.....	\$12.50	Per 500.....	\$50.00		
Per 200.....	22.50	Per 1000.....	90.00		

Seedling Evergreens

Evergreens from the seedling beds will succeed well if given proper care. Trees should be shaded during the first summer. All seedling trees are dug fresh the same day shipment is made, but we do not guarantee replacement. Seedlings should not be sold less than 50 of a variety.

	Per 100	Per 1000
Norway Spruce, 6-10 in.	\$ 3.50	\$ 32.50
Norway Spruce, 10-12 in.	5.00	45.00
White Spruce, 6-10 in.	7.00	65.00
White Spruce, 10-12 in.	10.00	85.00
Black Hill Spruce, 4-6 in.	12.50	110.00
Colorado Blue Spruce, 4-6 in.	17.50	155.00
Austrian Pine, 10-15 in.	12.50	110.00
Jack Pine, 10-15 in.	5.00	45.00
Ponderosa Pine, 10-15 in.	7.00	65.00
Scotch Pine, 10-15 in.	7.00	65.00
Norway Pine, 10-15 in.	7.00	65.00

Rock Garden Evergreens

(See Special Description, Page 34)

Specimen Evergreens

Pages 12, 13, 14, 15, and 16

All trees classified as Specimen Evergreens have been grown in wide rows with plenty of room to develop into shapely and heavily branched trees. Root pruning and intensive cultivation has produced root systems that insure their growth. These fine specimen trees are priced below, either B in M or B & B.

BALLED IN MOSS	BALLED AND BURLAPPED
B. in M. Evergreens are shipped with roots balled in damp moss, burlap covered. This method gives excellent satisfaction as entire root system is retained.	B & B Evergreens are dug in field with ball of earth; burlap is wrapped about ball to hold in place. Extra labor makes additional charge necessary. 10% discount on B & B trees if called for at the nursery.

ARBOR VITAE: (Sheared) These trees are beautiful specimen Arbor Vitae trimmed to pyramidal form. Really a beautiful specimen evergreen priced exceptionally low for the quality represented.

	Each B in M	Each B & B
2-3 ft.	\$ 2.00	\$ 3.50
3-4 ft.	3.00	5.00
4-5 ft.	7.00	10.00
5-6 ft.	10.00	15.00

ARBOR VITAE, DOUGLAS GOLDEN: Slightly more pyramidal than the common American Arbor Vitae with luxuriant foliage distinctly tinged with gold. Will stand out distinctly in any position.

	Each B in M	Each B & B
18-24 in.	\$ 2.50	\$ 4.00
2-3 ft.	4.00	5.00
3-4 ft.	5.00	6.50
4-5 ft.	7.00	9.00

ARBOR VITAE GLOBOSA: This beautiful and well known variety needs no introduction. No planting is complete without this globe shaped evergreen to lend individuality. (Does well in pots for porch or door step.)

	Each B in M	Each B & B
12 in. diameter.....	\$ 1.00	\$ 2.50
18 in. diameter.....	2.00	4.00
24 in. diameter.....	3.00	5.00
30 in. diameter.....	4.50	6.50

ARBOR VITAE, PYRAMIDAL: Used extensively to lend height in evergreen plantings or at the corners of houses to break the lines. As sentinel trees on either side of walk or porch this variety has no superior.

	Each B in M	Each B & B
12-18 in.	\$ 1.50	\$ 2.50
18-24 in.	2.50	4.00
2-3 ft.	4.00	6.00
3-4 ft.	6.00	8.00

ARBOR VITAE SIBERIAN: The most rugged of all Arbor Vitae, originating in Siberia under the most trying conditions. This variety will stand both draught and cold extremely well.

	Each B in M	Each B & B
12-18 in.	\$1.50	\$2.50
18-24 in.	2.50	4.00
2-3 ft.	3.50	5.00
3-4 ft.	5.00	7.00

CEDAR, RED (Sheared): The Red Cedar or Juniper Virginiana, as sometimes called, fills a need in evergreen planting. Its unusually fine color is very effective.

	Each B in M	Each B & B
12-18 in.	\$1.50	\$ 2.50
18-24 in.	2.50	4.00
3-4 ft.	6.00	7.50
4-5 ft.	8.00	10.00

FIR BALSAM: Tree conical in form; foliage deep green on upper side, and silvery on lower. A very symmetrical tree.

	Each B in M	Each B & B
2-3 ft.	\$ 3.00	\$ 4.50
3-4 ft.	4.00	6.00
4-5 ft.	7.00	9.00
5-6 ft.	9.00	12.50

FIR, CONCOLOR: Its beautiful blue sheen makes it prized by all who know it; rivaling the well known Colorado Blue Spruce for color; dense foliage and longevity.

	Each B in M	Each B & B
18-24 in.	\$10.00	\$12.50
2-3 ft.	14.00	17.50
3-4 ft.	17.50	25.00

FIR, DOUGLAS: A native of the Rocky Mountains and Pacific Coast states, large conical form, branches spreading, horizontal; leaves dark green above, silvery white below.

	Each B in M	Each B & B
2-3 ft.	\$3.00	\$ 4.00
3-4 ft.	4.00	6.00
4-5 ft.	7.50	10.00
5-6 ft.	12.50	15.00
6-8 ft.	20.00	25.00

JUNIPER PFITZERIANA: One of the finest of the Juniper family. Especially desirable for planting in cities due to ability to withstand dust and dirt. Very dwarf and of gray green foliage. Specify in order if staked upright trees are desired, or trees grown in natural flat form.

	Each B in M	Each B & B
18-24 in. spread or height.....	\$4.00	\$5.00
24-30 in. spread or height.....	6.00	7.00
30-36 in. spread or height.....	8.00	9.00

JUNIPER, HORIZONTALIS: Creeping Juniper with trailing branches. Foliage bluish-green. Exceptionally fine for rock garden work.

	Each B in M	Each B & B
12-18 in. spread.....	\$2.50	\$4.00
18-24 in. spread.....	3.50	5.00
2-3 ft. spread.....	4.00	6.00
3-4 ft. spread.....	6.00	7.50

JUNIPER, SAVIN: Bushy, low grower, branches semi-erect beautiful deep green; fine for massing or as a low tree in foundation work.

	Each B in M	Each B & B
12-18 in. spread.....	\$2.00	\$3.50
18-24 in. spread.....	3.50	5.00
24-30 in. spread.....	5.00	6.50

JUNIPER, STRICTA (Spiny Greek): Dwarf type, bushy blue-green color.

	Each B in M	Each B & B
12-18 in.	\$3.00	\$5.00

JUNIPER, GLAUCA: A small sized, handsome pyramidal tree, with silver foliage. A beautiful tree.

	Each B in M	Each B & B
18-24 in.	\$6.00	\$ 7.50
2-3 ft.	8.00	10.00
3-4 ft.	10.00	12.00

JUNIPER, CANNARTI: Similar in habit of growth to *Glauca*, except foliage is green instead of silver.

	Each B in M	Each B & B
18-24 in.	\$5.00	\$ 7.00
2-3 ft.	7.00	9.00
3-4 ft.	9.00	12.00
5-6 ft.	20.00	25.00
6-8 ft.	25.00	30.00

PINE, AUSTRIAN: Unusually stout and sturdy in appearance, a spreading tree of grand size. Very dark and massive in effect, and when planted in proper location the effect is unique.

	Each B in M	Each B & B
2-3 ft.	\$3.00	\$ 5.00
3-4 ft.	6.00	7.50
4-5 ft.	10.00	15.00
5-6 ft.	20.00	25.00
6-8 ft.	35.00	40.00

PINE, MUGHO: The most beautiful of all Dwarf Evergreens; forming a low round top often measuring twice as wide as its height. Very valuable in all ornamental plantings.

	Each B in M	Each B & B
6-12 in. spread.....	\$1.00	\$2.00
12-18 in. spread.....	2.50	4.00
18-24 in. spread.....	5.00	6.50
24-30 in. spread.....	6.00	8.00

PINE, PONDEROSA: A rapid growing, draught resistant species from the Rocky Mountains. Leaves of this pine often measure six to ten inches. Especially prized where other evergreens refuse to grow.

	Each B in M	Each B & B
18-24 in.	\$2.00	\$ 3.50
2-3 ft.	3.00	5.00
3-4 ft.	5.00	7.00
4-5 ft.	10.00	12.50
5-6 ft.	15.00	20.00
6-8 ft.	25.00	30.00

PINE, NORWAY: Very ornamental; quite hardy and of vigorous growth; the needles are lustrous green, long and most often in pairs, contracted by the russet-colored stubby cones.

	Each B in M	Each B & B
2-3 ft.	\$3.00	\$5.00
3-4 ft.	5.00	7.00

PINE, SCOTCH: One of the most rugged of all evergreens; a very rapid growing tree, and one which will stand almost any climate.

	Each B in M	Each B & B
18-24 in.	\$2.00	\$ 3.00
2-3 ft.	3.00	5.00
3-4 ft.	5.00	7.50
4-5 ft.	10.00	15.00
5-6 ft.	20.00	25.00
6-8 ft.	35.00	40.00

SPRUCE, BLACK HILLS: This variety is fast becoming one of the most popular evergreens. It is absolutely hardy, draught resistant, of exceptionally fine shape with dense foliage.

	Each B in M	Each B & B
18-24 in.	\$2.00	\$ 3.00
2-3 ft.	3.00	5.00
3-4 ft.	5.00	7.00
4-5 ft.	7.50	10.00
5-6 ft.	12.50	15.00
6-8 ft.	17.50	25.00

SPRUCE, COLORADO BLUE SELECT: This tree needs no introduction. It has long been prized for unusual beauty of color, which varies from greenish blue to silver. (See below for Green type.)

	Each B in M	Each B & B
12-18 in. (Select Blue Type).....	\$5.00	\$ 7.50
18-24 in. (Select Blue Type).....	7.50	10.00
24-30 in. (Select Blue Type).....	12.50	15.00
30-36 in. (Select Blue Type).....	15.00	17.50
12-15 ft. (Select Blue Type).....	.....	150.00

SPRUCE, COLORADO GREEN: Fully as beautiful in shape as Colorado Blue Spruce, being decidedly green in color.

	Each B in M	Each B & B
18-24 in. (Green Type).....	\$2.00	\$ 3.00
2-3 ft. (Green Type).....	3.00	4.50
3-4 ft. (Green Type).....	6.00	7.50
4-5 ft. (Green Type).....	10.00	12.50
5-6 ft. (Green Type).....	15.00	17.50

SPRUCE, NORWAY: Choice specimen stock grown in wide rows in the nursery. Will lend height and dignity to group plantings.

	Each B in M	Each B & B
2-3 ft.	\$1.50	\$ 3.00
3-4 ft.	2.50	4.00
4-5 ft.	5.00	7.50
5-6 ft.	7.50	10.00
6-8 ft.	15.00	17.50

SPRUCE, RED: Similar to White Spruce in nature of growth having red-brown bark and short slender branches. A very attractive tree.

	Each B in M	Each B & B
18-24 in.	\$1.50	\$3.00
2-3 ft.	2.50	4.00
3-4 ft.	4.00	6.00
4-5 ft.	7.00	9.00

SPRUCE, WHITE: In great demand due to its fine shape and unexcelled richness of color and dense foliage. Similar to Black Hills Spruce but a faster grower.

	Each B in M	Each B & B
18-24 in.	\$1.50	\$ 3.00
2-3 ft.	2.50	4.00
3-4 ft.	4.00	6.00
4-5 ft.	7.00	9.00
5-6 ft.	12.50	15.00
6-8 ft.	15.00	20.00

TAXUS CUSPIDATA (Japanese Yew): Spreading to a height of 5 to 8 feet. Dark green foliage with brilliant crimson fruit in fall.

	Each B in M	Each B & B
12-18 in.	\$3.00	\$5.00

Shade and Ornamental Trees

We have used great care in the selection of trees for this class, choosing only such kinds as are distinctive in their shade and ornamental value, for lawn, park and street planting. Our trees are carefully grown, allowing plenty of room for the trees to develop not only a good root system but a well balanced and shapely top. These trees have been root pruned and transplanted several times.

	Each
Ash, 5-6 ft.	\$1.00
Ash, 6-8 ft.	1.25
Ash, 8-10 ft.	1.50
Box Elder, 5-6 ft. ....	.75
Box Elder, 6-8 ft.	1.00
Basswood (See Linden)	
Birch, European White, 5-6 ft.	2.00
Birch, European White, 6-8 ft.	2.50
Birch, European White, 8-10 ft.	3.50
Black Walnut, 4-5 ft.	1.50
Black Walnut, 5-6 ft.	2.00
Boellena Poplar, 5-6 ft.	2.00
Boellena Poplar, 6-8 ft.	2.50
Boellena Poplar, 8-10 ft.	4.00
Butternut, 5-6 ft.	2.00
Butternut, 6-8 ft.	2.50
Bechtel's D. F. Crab	1.75
Carolina Poplar, Stocky Branched Trees, 5-6 ft.	.75
Carolina Poplar, 6-8 ft.	1.00
Carolina Poplar, 8-10 ft.	1.50
Carolina Poplar, 10-12 ft.	2.50
Carolina Poplar, 12-15 ft.	3.00
Catalpa Speciosa, 5-6 ft.	1.50
Catalpa Speciosa, 6-8 ft.	2.00
Double Flowering Plum	1.75
Elm, Chinese, 4-5 ft.	1.00
Elm, Chinese, 5-6 ft.	1.50
Elm, Chinese, 6-8 ft.	2.00
Elm, Chinese, 8-10 ft.	3.00
Elm, White, 5-6 ft.	1.00
Elm, White, 6-8 ft.	1.50
Elm, White, 8-10 ft.	2.00
Elm, White, 10-12 ft.	4.00
Elm, White (2 in. caliber)	6.50
Elm, Klehm's, 5-6 ft.	1.50
Elm, Klehm's, 6-8 ft.	2.00
Elm, Vase, 5-6 ft.	1.50
Elm, Vase, 6-8 ft.	2.00
Hackberry, 5-6 ft.	2.00
Hackberry, 6-8 ft.	3.00
Hard Maple, 5-6 ft.	2.50
Hard Maple, 6-8 ft.	3.50
Hard Maple, 8-10 ft.	6.50
Laurel Leaf Willow, 6-8 ft.	1.50
Linden (Basswood), 5-6 ft.	1.50
Linden (Basswood), 6-8 ft.	2.00
Linden (Basswood), 8-10 ft.	4.00
Locust, Honey, 5-6 ft.	1.50
Locust, Honey, 6-8 ft.	2.00

Shade and Ornamental Trees

(Continued)

	Each
Lombardy Poplar, 5-6 ft.	1.50
Lombardy Poplar, 6-8 ft.	2.00
Lombardy Poplar, 8-10 ft.	2.50
Maple, Soft (Same as Silver Maple. See below)	
Mt. Ash, European, 4-5 ft.	1.25
Mt. Ash, European, 5-6 ft.	1.50
Mt. Ash, European, 6-8 ft.	2.50
Mt. Ash, Oak Leaf, 4-5 ft.	2.50
Mt. Ash, Oak Leaf, 5-6 ft.	3.00
Norway Maple, 5-6 ft. (whips).....	3.00
Norway Maple, 6-8 ft. (well branched).....	5.00
Norway Maple, 8-10 ft. (well branched).....	6.50
Norway Maple, 10-12 ft.	9.00
Norway Poplar, Stocky Branched Trees, 5-6 ft.	.75
Norway Poplar, 6-8 ft.	1.00
Norway Poplar, 8-10 ft.	1.50
Norway Poplar, 10-12 ft.	2.50
Norway Poplar, 12-15 ft.	3.00
Red Oak, 6-8 ft.	4.00
Red Oak, 8-10 ft.	6.00
Red Oak, 10-12 ft.	8.00
Richardii Poplar, 4-5 ft., Bushy.....	2.00
Richardii Poplar, 5-6 ft., Bushy.....	3.00
Schwedler's Purple Maple, 5-6 ft. (whips)....	4.00
Schwedler's Purple Maple, 6-8 ft. (whips)....	5.00
Schwedler's Purple Maple, 8-10 ft. (branched)	10.00
Silver Leaf Poplar, 6-8 ft.	2.00
Silver Maple (Soft), 5-6 ft.	1.00
Silver Maple (Soft), 6-8 ft.	1.50
Silver Maple (Soft), 8-10 ft.	2.00
Willow, Russian Golden, 6-8 ft.	1.50
Willow, Laurel Leaf, 6-8 ft.	1.50
Wier's Cut Leaf Maple, 5-6 ft.	3.00
Wier's Cut Leaf Maple, 6-8 ft.	4.00
Wier's Cut Leaf Maple, 8-10 ft.	6.00

Nut Bearing Trees

Black Walnut, 4-5 ft.	1.50
Black Walnut, 5-6 ft.	2.00
Butternut, 5-6 ft.	2.00
Butternut, 6-8 ft.	2.50
Hazel Nut, 3-4 ft. ....	.50
Black Walnut, 1 yr., bundles of 100.....	\$7.50 per 100

Weeping Trees

Cut Leaf Weeping Birch, 5 to 6 ft.....	4.00
Cut Leaf Weeping Birch, 6 to 8 ft.....	5.00
Cut Leaf Weeping Birch, 8 to 10 ft.....	6.00
Cut Leaf Weeping Birch, 10 to 12 ft.....	10.00
Patten's Weeping Elm, 5 to 6 ft.	3.00
Patten's Weeping Elm, 6-8 ft.	5.00
Niobe Weeping Willow (Golden), 5 to 6 ft....	1.50
Niobe Weeping Willow (Golden), 6 to 8 ft....	2.50
Wier's Cut Leaf Maple, 5 to 6 ft.	3.00
Wier's Cut Leaf Maple, 6 to 8 ft.	4.00
Catalpa Bungei (Umbrella), 6 ft. stem.....	3.00

Forest Trees

All except 2 to 3 and 3 to 4 ft. grades put up in bundles of 100 of a kind; 2 to 3 and 3 to 4 ft. grades put up in bundles of 50. We do not break bundles.

	Per 100	Per 1000
Ash, 12-18 in.	\$ 3.00	\$ 20.00
Ash, 18-24 in.	4.00	30.00
Ash, 2-3 ft.	8.00	75.00
Black Walnut, 1 year, 10-15 in.	7.50	70.00
Box Elder, 18-24 in.	4.00	30.00
Carolina Poplar, 18-24 in.	4.00	40.00
Carolina Poplar, 2-3 ft.	6.00	50.00
Carolina Poplar, 3-4 ft.	8.00	70.00
Carolina Poplar, 4-5 ft. (whips)....	10.00	90.00
Catalpa Speciosa, 18-24 in.	5.00	40.00
Chinese Elm, 18-24 in.	10.00	90.00
Chinese Elm, 2-3 ft.	15.00	125.00
Hard Maple (Transplants), 2-3 ft...	25.00	200.00
Norway Poplar, 18-24 in.	4.00	40.00
Norway Poplar, 2-3 ft.	6.00	50.00
Norway Poplar, 3-4 ft.	8.00	70.00
Norway Poplar, 4-5 ft. (Whips)....	10.00	90.00
Norway Maple (Transplants), 2-3 ft.	25.00	200.00
Soft Maple, 12-18 in.	3.00	20.00
Soft Maple, 18-24 in.	4.00	30.00
White Elm, 12-18 in.	3.00	25.00
White Elm, 18-24 in.	5.00	40.00
White Elm, 2-3 ft.	10.00	90.00
Willow, Laurel Leaf, 18-24 in.	6.00	50.00
Willow, Laurel Leaf, 2-3 ft.	7.00	60.00
Willow, Laurel Leaf, 3-4 ft.	10.00	90.00
Willow, Russian Golden, 18-24 in. ..	5.00	40.00
Willow, Russian Golden, 2-3 ft.	6.00	50.00
Willow, Russian Golden, 3-4 ft.	8.00	70.00

Hedging

Put up in bundles of 25 of a kind. In lots of less than 25 sell at prices on preceding pages. Hedges listed in this group should be clipped for the best effect. (Sell 25 at $\frac{1}{4}$ price per 100.)

Per 100

Alpine Currant, 10-12 in.	\$25.00
Alpine Currant, 12-18 in.	35.00
Alpine Currant, 18-24 in.	50.00
Arbor Vitae, 12-18 in.	50.00
Arbor Vitae, 18-24 in.	75.00
Box Barberry, 10-12 in.	30.00
Box Barberry, 12-18 in.	50.00
Buckthorn, 12-18 in. (transplanted)	15.00
Buckthorn, 18-24 in. (transplanted)	20.00
Buckthorn, 2-3 ft. (transplanted)	25.00
Caragana (Siberian Pea Tree), 12-18 in.	15.00
Caragana (Siberian Pea Tree), 18-24 in.	20.00
Caragana, 2-3 ft.	25.00
Cotoneaster (Canadian Privet), 12-18 in.	30.00
Cotoneaster (Canadian Privet), 18-24 in.	35.00
Cotoneaster (Canadian Privet), 2-3 ft.	40.00
Lilac, Purple, 18-24 in.	30.00
Lilac, Purple, 2-3 ft.	40.00
Russian Olive, 12-18 in.	15.00
Russian Olive, 18-24 in.	20.00
Russian Olive, 2-3 ft.	25.00
Russian Olive, 3-4 ft.	40.00
Tartarian Honeysuckle, 18-24 in.	30.00
Thunbergii (Jap. Barberry), 12-18 in.	30.00
Thunbergii (Jap. Barberry), 18-24 in.	40.00
Salix Uralensis, 18-24 in.	20.00

Flowering Hedges (Do Not Clip)

Per 100

Spiraea Collosa Rubra (Red), 18-24 in.	\$25.00
Spiraea Crispifolia (Pink), 18-24 in.	25.00
Spiraea A. Waterer (Red), 12-18 in.	40.00
Spiraea Van Houttei (Bridal Wreath), 18-24 in.	30.00
Spiraea Froebelli (Crimson Flower), 18-24 in.	25.00
Spiraea Thunbergii (Early White), 18-24 in.	35.00

Privet Hedges

Per 100

Amoor River Privet, 12-18 in.	\$15.00
Amoor River Privet, 18-24 in.	20.00
California Privet, 12-18 in.	10.00
California Privet, 18-24 in.	15.00
Canadian Privet (see Cotoneaster above).	

Note—Do not sell Privet north of Central Iowa with the exception of Canadian Privet, which is hardy in Northern States.

Ornamental Shrubs

For beautifying the home grounds and for landscape purposes ornamental shrubs play a most important part. A few dollars wisely spent for a planting of ornamental shrubs is an investment which will in time increase the selling value of the property where planting is done many times the original cost of both the stock and planting.

Our shrubs are from 2 to 4 years old with fine bushy tops and unusually heavy roots. The shrubs usually run two to three feet or better in height, but dwarf sorts will run fifteen inches and up.

Variety and Color Flower	Ultimate Height	Price Each
Acer Ginnala, no flower	10-12 ft.	\$.60
Acacia (Rose), Pink	5-6 ft.	.75
Alpine Currant, Yellow	3-5 ft.	.60
Aralia Spinosa, Yellow	5-6 ft.	1.00
Bechtel's D. F. Crab, Pink	6-8 ft.	1.75
Barberry Thunbergii, Yellow	3-4 ft.	.50
Butterfly Bush, Purple	3-4 ft.	.60
Clematis Recta (Bush), White	2-3 ft.	.50
Cornus (Dogwood), White	6-8 ft.	.60
Cornus Siberica, White	6-8 ft.	.60
Cornus Stolonifera, White	6-8 ft.	.60
Cornus Elegantissima, White	8-10 ft.	.75
Crab, Coronarius, Pink	8-10 ft.	1.50
Crab, Dolga, White	8-10 ft.	1.75
Crab, Hopa, Pink	8-10 ft.	1.75
Crab, Scheideckeri, Pink	7-8 ft.	1.75
Crataegus (Thorn)	10-12 ft.	1.50
Deutzia, Pride of Roch., White.....	2-3 ft.	1.00
Elder, Cut Leaf, White	4-6 ft.	.60
Elder, C. L. Golden, White	6-7 ft.	.60
Elder, Golden, White	6-8 ft.	.75
Euonymus (Wahoo), Scarlet.....	7-8 ft.	.75
Euonymus, Radicans (Trailing).....	2-3 ft.	.75
Flowering Almond Pink, Pink	3-4 ft.	1.50
Flowering Almond White, White	3-4 ft.	1.00
Forsythia Intermedia, Yellow	6-8 ft.	.60
Forsythia Suspensa, Yellow	4-5 ft.	.75
Hansen's Purple Plum (Tree or Bush)	8-10 ft.	1.50
H. B. Cranberry, White	6-8 ft.	.75
Honeysuckle Morrowii, White	6-8 ft.	.60
Honeysuckle Tartarian, White)	8-10 ft.	.75
Honeysuckle Tartarian, Pink	8-10 ft.	.75
Hydrangea Arbor., White	4-5 ft.	1.00
Hydrangea P. G. White	6-8 ft.	1.00
Hydrangea Tree Form	8-10 ft.	2.50
Japan Quince, Scarlet	3-4 ft.	1.50
Japan Snowball, White	6-8 ft.	1.75
Kerria Japonica, Yellow	2-3 ft.	.60
Lilac Purple, Purple	8-10 ft.	.60
Lilac White, White	10-12 ft.	.60
Lilac Persian, White	6-8 ft.	.75

Ornamental Shrubs (Continued)

Variety and Color Flower	Ultimate Height	Price Each
Lilac Persian, Purple	6-8 ft.	.75
Lilac, Special Kinds, see page 24		
Plum, D. F., Pink	6-8 ft.	1.75
Pussy Willow (Native)	8-10 ft.	.75
Pussy Willow (French)	8-10 ft.	1.00
Red Leaf Barberry (12-18 in.), Yellow	2-3 ft.	.75
Red Leaf Barberry (18-24 in.), Yellow	2-3 ft.	1.25
Russian Olive, Yellow	12-15 ft.	.75
Snowball, White	8-10 ft.	.60
Snowberry Red, Pink	3-4 ft.	.60
Snowberry White, Pink	3-4 ft.	.60
Spirea A. Waterer, Red	1-2 ft.	.75
Spirea Arguta, White	4-6 ft.	.75
Spirea Aurea (Golden), White	6-8 ft.	.75
Spirea Billardi, Pink	4-5 ft.	.60
Spirea Bumalda, Rose	2-3 ft.	.60
Spirea Callosa Alba, White	1-2 ft.	.75
Spirea Callosa Rubra, Red	3-4 ft.	.60
Spirea Crispifolia, Light Pink	2-3 ft.	.50
Spirea Froebelli, Pink	3-4 ft.	.50
Spirea Opulifolia, White	8-10 ft.	.60
Spirea Opulifolia Dwarf (White).....	4-5 ft.	1.00
Spirea Sorbifolia, White	4-5 ft.	.75
Spirea Thunbergii, White	3-4 ft.	.75
Spirea Van Houttei, White	6-8 ft.	.50
Sumach, Cut Leaf, Yellow	8-10 ft.	1.00
Sumach, Smooth, Yellow	10-12 ft.	.75
Sumach, Staghorn, Yellow	12-20 ft.	1.00
Syringa Coronarius, White	6-8 ft.	.60
Syringa Aurea (Golden), White	2-3 ft.	1.00
Syringa Lemoinei, White	4-5 ft.	.60
Syringa Mock Orange, White	8-10 ft.	.60
Syringa Virginialis, White Double....	6-8 ft.	1.00
Tamarix, Pink	6-8 ft.	.75
Viburnum Dentatum, White	6-8 ft.	1.00
Viburnum Lantana, White	8-10 ft.	1.50
Viburnum Lentago, White	6-8 ft.	1.00
Weigelia Eva Rathke, Red	4-5 ft.	1.50
Weigelia Rosea, Pink	4-5 ft.	1.00
Witch Hazel, Yellow	8-10 ft.	.75

QUANTITY PRICES

	Per 10	Per 100
\$.50 Class of Shrubs sell for..	\$ 4.50	\$ 40.00
.60 Class of Shrubs sell for..	5.50	50.00
.75 Class of Shrubs sell for..	7.00	60.00
1.00 Class of Shrubs sell for..	9.00	80.00
1.25 Class of Shrubs sell for..	11.00	100.00
1.50 Class of Shrubs sell for..	14.00	120.00
1.75 Class of Shrubs sell for..	16.00	150.00

French Hybrid Lilacs

French Lilacs are fancy flowering lilacs that have been grafted. They will blossom freely in the 18-24 inch grade and regularly afterwards. French Lilacs should be used in every landscape planting. We offer this year ten of the best varieties selected from our experimental block of 105 different varieties. Strictly first class three-year-old plants as listed within the reach of all. Write your orders clearly so your customers will get exactly the variety wanted.

Belle de Nancy (Double). Purplish-red flowers. Dwarf, compact bush.

Charles X (Single). Magnificent clusters of dark reddish-purple flowers. Strong grower. Very satisfactory.

Charles Joly (Double). Flowers extra large. Reddish-purple.

Chinensis Alba. White. Fine small foliage. Very fine.

Ludwig Spaeth (Single). Very attractive dark red flowers. One of the best of the dark varieties.

Marie LeGraye (Single). Very fine single flowering white variety.

Michael Buchner (Double). Large panicles of very double, pale lilac colored blooms. This variety always pleases.

Mme. Casimer Perier (Double). Creamy white with yellow stamens; very fragrant. Free bloomer. Early.

Mme. Lemoinei (Double). Large white flowers in immense clusters.

President Grevy (Double). One of the best known and most dependable blue lilacs.

Above varieties, 18-24 in....\$1.00 each, \$ 9.00 per 10

Above varieties, 2-3 ft.... 1.50 each, 12.50 per 10

“Big Three” Lilac Special

In this special group we are listing three hardy, thrifty growing varieties that bloom a week or ten days later than other grafted kinds. Generally sold in collections of three.

Josikea (Hungarian Lilac). Glossy dark green foliage. Strong growing variety with fine foliage and violet colored bloom in late spring.

Rothomagensis (Chinesee). Beautiful fine twigged shrub with very fragrant reddish-purple flowers borne in profusion. Foliage rich dark green and small.

Villosa (Japanese). Extremely late bloomer. Foliage dark green and attractive. Flowers, pinkish-purple. Very dainty.

Special price “BIG THREE” Collection, \$1.00 each, 3 for \$2.50.

Tree Lilacs

Most kinds of lilacs belong to the shrub family having several stalks coming from the ground. Tree lilacs are carefully trimmed while young to form one main trunk. We have been fortunate in growing some mighty fine tree lilacs in two distinct varieties as described below:

Chinese Tree Lilac. A very graceful small tree thickly branched to give a massed effect to the foliage and flowers. Creamy white flowers with a beautiful lacey appearance cover this tree during the middle of July. Leaves very unusual, being about one-half inch wide and three inches long. A very hardy tree.

Japanese Tree Lilac. A tree with distinct foliage. Leaves thick, pointed, leathery and dark; flowers in very large panicles, creamy white and privet like. Grows to a height of 15 to 20 feet. A desirable tree on account of its distinct foliage and late blooming.

ABOVE TREE LILACS.....\$1.75 each; 2 for \$3.00

Roses

Our Roses are strong, two-year plants, grown outdoors, well rooted, in every way first class, and with but few exceptions are on their own roots. They will bloom the same season they are set out, and are in every respect much better and stronger plants than the ones that are so freely advertised and sent out by mail, and which are small, tender shoots started in a greenhouse, and sent out before they have established growth and constitution enough to stand the shock of transplanting. **In planting, cut branches back to within six inches of the main stem.**

We do not sell roses of any kind for fall delivery.

Climbing Roses

Baltimore Belle (White) Excelsa (Red)
Crimson Rambler (Red) Prairie Queen (Pink)
Dorothy Perkins (Pink) Seven Sisters (Pink)

Above List, 75c each; \$7.00 per 10

Special Climbing Roses

Flower of Fairfield (Everblooming Crimson Rambler)
Climbing American Beauty (Red)
American Pillar (Pink, very fine)
Paul's Scarlet Climber (Rich Red, large flower)

Above List, \$1.00 each; \$9.00 per 10

Rosa Hugonis

The Shrub Type Rose—Single Blooms

This Shrub Type Rose gives us the only dependable yellow shrub rose. Grows rapidly and will reach a height of six to ten feet when matured. The long arching branches are closely set with beautiful single flowers in early May. The blooms measure about one and one-half inches across and are of clear bright yellow which does not fade to white. Foliage pale green finely divided and on curiously thorned red stems. Very hardy.

Rosa Hugonis (2 years old)

\$1.50 each; \$12.50 per 10

F. J. Grootendorst Rose

This wonderful Rose is a cross between the Japanese Rose (*Rosa Rugosa*) and the ever-blooming Baby Rambler. The foliage is beautiful, the flowers crimson and fragrant. Should be severely pruned each season. Blooms from June to October.

Price \$1.50 each; \$12.50 per 10

Baby Rambler (Everblooming)

(Bush Roses)

Red, White, Pink\$1.00 each; 3 for \$2.50

Hardy Hybrid Perpetual Rose

African Black (Red)	Magna Charta (Pink)
Coq des Alps (White)	Marshall P. Wilder (Red)
Earl of Dufferin (Red)	Mdm. Chas. Wood (Red)
Frau Karl Druschki	Mrs. John Laing (Pink)
(White)	Paul Neyron (Pink)
Gen. Jacqueminot (Red)	Rosa Rugosa (Single,
John Hopper (Red)	Excellent for foliage)
Madame Plantier (White)	

Above List, \$1.00 each; \$9.00 per 10

Moss and Special Yellow Roses

Crested Moss (Pink)	Red Moss (Red)
Pink Moss (Pink)	White Moss (White)
Harrison's Yellow	Persian Yellow

Above List, \$1.50 each; \$12.50 per 10

Rosa Rugosa (Double)

Belle Poitevine (Pink)	Mme. Geo. Bruant (Wht.)
Conrad F. Meyer (Pink)	Sir Thos. Lipton (White)
Blanc De Coubert (Wht.)	New Century (Rose Pink)
Hansa (Red)	

\$1.25 each \$11.00 per 10

Hybrid Tea Roses

Hybrid Tea Roses are commonly called Monthly or Everblooming Roses. They will produce an abundance of large, fragrant flowers during the entire summer. Should be carefully protected during the winter by mounding up dirt eight or ten inches and covering with straw or leaves. Do not uncover too early in the spring. The following two-year-old plants are available for spring planting.

Mrs. Aaron Ward (Beautiful Indian Yellow)

Grus An Teplitz (Dark Crimson)

Ophelia (Salmon-rose)

Premier (Dark Pink, Very Double)

Radiance (Large Pink, Very Fragrant)

White Killarney (Pure White)

Above List, \$1.00 each; \$9.00 for 10

Hardy Perennial Phlox

This class of Hardy Perennials is of special importance in every flower garden. Succeeds in almost any soil and blooms through a long season. Our list covers a range of colors which is certain to please.

The best efforts to be had with Phlox are produced by planting masses of each color, not less than six and even as many as two dozen or more plants of one color together. For example, a border of phlox may be planted, beginning with palest pink and shading up to dark cherry, then pure white and white with a red eye, and more white, then a quantity of red and again white at the end. If in another border the shades of purple are planted with occasional bunches of white, the Phlox will be the pride of the garden.

Assorted Colors (not named), \$2.00 per 10

Phlox (Named Varieties)

Champs Elysees, Bright rosy-magenta.

Eclairer, Bright rosy-carmine, with a light halo.

Fiancee, Very dwarf, producing extra large flowers of purest waxy white.

Mrs. Jenkins, Pure white.

Pantheon, Rose pink, free bloomer.

Prof. Virchow, Bright carmine, overlaid with orange-scarlet.

Rheinlander, Beautiful, large, salmon pink, deep red eye.

Ryndstrom, Deep pink, tall.

R. P. Struthers, Rosy carmine with claret eye; very bright, tall.

H. O. Wijers, White with red center, very pretty.

Above List, 35c each; \$2.50 per 10

New Varieties Phlox

- Seibold**, Bright orange-scarlet with crimson eye.
Jules Sandau, Dwarfish. Large flower, pure pink.
Hindenburg, Crimson red with darker eye.
Chas. H. Mayo, Very large, white, with crimson center.
Baron Von Heeckeren, Delicate salmon pink.
B. Comte, Vividly colored cherry red.
Beason, Good sized, Cherry red.
Commander, Brilliant deep Crimson, Red with slightly darker eye.
Coquelicot, Glowing orange red, with violet eye.
F. A. Buchner, Splendid mid-season bloomer. Tall. White.
Frederick Passy, Mauve, delicate purple. Very beautiful.
Fuerbrand, Brilliant orange scarlet, almost vermillion.
Gen. Von Heutz, Soft salmon red with carmine and white center.
Lothair, Very fine. Bright crimson.
Thor, Free flowering of a beautiful deep shade of salmon pink.
Widar, Bright reddish violet. Large white center.

Above List, 50c each; \$4.00 per 10

Vines

- | | |
|-----------------------------|--------------------------|
| Ampelopsis Engelmannii | Clematis Paniculata |
| Ampelopsis Quinquefolia | Hall's Japan Honeysuckle |
| Bittersweet | Trumpet Honeysuckle |
| Chinese Matrimony Vine | (Scarlet) |
| Chinese Yellow Honey-suckle | Wisteria Purple |

Above List, 75c each; 3 for \$2.00

Special Vines

- | | |
|--|--------|
| Ampelopsis Veitchii (Boston Ivy) | \$1.50 |
| Aristolochio Sipho (Dutchman's Pipe) | 1.50 |
| Trumpet Vine (Bignonia Radicans) | 1.00 |
| Clematis Coccinea (Red) | 1.50 |
| Clematis Jackmanii (Purple) | 1.50 |
| Clematis Madam Edward Andre (Red) | 1.50 |
| Clematis Henryii (Large White) | 1.50 |

Peonies

Large, strong clumps of blooming age of the best named varieties.

Caroline Mather, bright rosy-red. When in full bloom has a purplish tint. Midseason.

Drop-White Peony, white with rose-red center, dainty, very fragrant.

Duchess de Nemours, beautiful new white peony, flowers large and double, fragrant.

Edulis Superba, very early, shell pink, generally in blossom Decoration Day.

Festiva Maxima Peony, creamy white with small center of crimson, sweet-scented.

Francis Ortegat, very dark red, almost purple; large double compact flowers, sweet scented.

Humei Peony, beautiful bright pink, shading to rose, very large, late, one of the best.

La Perle. Very large, compact, globular flowers. White overlaid with lilac-bluish center flecked crimson.

LeMartin, deep rose-red; stamens forming collar of gold; double flowers.

Louis Van Houttei, deep velvety crimson, flowers medium size, very fragrant.

Modeste. Deep rose, bright showy, fragrant.

Triumph du Nord. Rose red; double.

PRICES

Boxed Clumps, \$2.00 each.

3 to 5 Eye Plants, 50c each.

Red, White, or Pink, not named, 3 to 5 eye Plants, 35c each; 3 for \$1.00.

Special Peonies

Avalanche. White. Strong grower, profuse bloomer, fragrant.

Baroness Schroeder. White, fringed petals. Delicate odor.

Eugene Verdier. Pink. Rose type, early. Outer petals lilac white. Very erect, rather dwarf in habit.

Mme. Ducil. Double, late. Shell pink. Desirable cut flowers.

Mme. Emily Lemoine. White, semi-rose type, mid-season. A strong grower and free bloomer; rare and beautiful.

Monsieur Jules Elie. Pink. Glossy flesh pink shading to a deeper rose at the base, the entire bloom covered with a silvery sheen. Strong grower. Very fragrant.

Offinialis Rubra. Red. Very early and large. Blooms about same time as *Tenufolio*. A better flower, but not fern leaf.

Reine Hortense. Pink. Very large, compact. Color a uniform hydrangea pink minutely splashed on a white background, with the center prominently flecked with crimson.

3 to 5 Eye Plants, \$1.00 Each

Boxed Clumps, \$2.50 Each

Tenufolio Early Peony (Sold Out)

(See Offinialis Rubra Above)

German Iris

Plant Irises where other things will not grow. They will stand the test of almost any location. Use Irises to give you pride of ownership; for profit derived from their self-propagating qualities; for market or the house; standing in the community; and hours of communion with their magic spell of hidden beauty.

Wonderful landscape effects may be obtained by planting Irises in broad masses along the margin of a pond or the banks of a stream. Iris should be used in rock gardens and around lily pools.

There are thousands of varieties of German Iris, but after many years of experimenting and testing we have cut our list down to 11 choice varieties:

Mrs. A. W. Blakley—Cream standards. Variegated falls light purple shading to old gold.

Rhein Nix—White standards with violet blue falls. Strong grower.

Zanardolia—Large light blue standards, dark blue falls.

Seminole—Maroon and purple. The finest red toned Iris grown.

Prosper Langier—Light bronze red standards; falls velvety ruby purple with white beard yellow tipped. 36 inch.

Albert Victor—Light blue.

Eldorado—Gold and Purple.

Lent a Williamson—Light blue standards, rich royal purple falls. Rated in 1922 by the American Iris Society as the finest Iris in the world.

Nuce O'Orange—Standards slaty gray, falls bronze and purple.

Monsignor—Standards violet; falls heavily veined purple, late.

La Neige—One of the finest of the light colors; blends very well with all colors and is used to avoid color clashes. Very hardy. 24 in.

Above List, 30c each; \$2.00 per 10

LILIES

Auratum Lily. Gold Banded Lily of Japan. \$1.00 Each.

Corn Lily (Day). Corn color. 50c Each.

Funkia Alba (White Day Lily). \$1.00 Each.

Funkia Blue (Day Lily). 50c Each.

Lemon Lily. Yellow. 50c Each.

Elegans Lily. \$1.00 Each.

Lily of the Valley. Pure White. \$1.00 per 10.

Lancifolium Album. White. \$1.00 Each.

Rubrum. White, rose-tinted. \$1.00 Each.

Regal Lily. Wonderful new lily. 50c Each.

Tiger Lily. Large golden orange. 50c Each.

Tiger Lily (Double). New Double Lily. 75c Each.

Yucca Lily. 50c Each.

Hardy Perennial Flowers

We list a number of the favorite flowers that lose their tops by dying down in the winter, but whose roots are preserved from year to year, consequently when once planted, they are perpetual, coming back each season with an increase in size of plant and flowering capacity. Just think of it—flowers all summer, all colors, every year, without special care or transplanting. Include perennials in every order. Get better acquainted with them. See catalogue, page 52.

Sell the following list at 40c each, \$3.50 per ten
(unless otherwise noted)

- Achillea.** White only. Splendid for cemeteries.
Aquilegia (Columbine). Blue pink, red, purple, white.
Asters. Hardy, assorted colors, small flower.
Anchusa. Italian Blue. Blooms all summer.
Anthemis (Hardy Marguerite).
Baby's Breath. White. Valuable for cut flowers.
Bleeding Heart. Common red variety. 50c EACH.
Bleeding Heart (Everblooming). 75c EACH.
Boltonia Asterioides. White starry flowers. Tall.
Canterbury Bell. Pink, blue, purple or white.
Canna Bulbs. Red or Yellow. (Dig up each fall.)
Chinese Lantern. Coral red pods.
Coreopsis. Beautiful yellow flowers.
Chrysanthemum. Hardy. White, pink or yellow.
Delphinium. (See Larkspur.)
Digitalis. (Same as Fox-glove.)
Daisy (Shasta). Dwarf, white flowers.
Daisy (Giant). Tall white flowers.
Dahlias. Assorted colors. (Dig up each fall.)
Forget-me-not. Small blue flowers.
Foxglove. Assorted colors.
Gaillardia. Orange red margined with yellow.
Gladioli. Choice mixed colors. \$1.00 per ten.
Golden Anthemis. Yellow. Very hardy.
Golden Glow. Bright yellow. Tall grower.
Hollyhocks. Assorted colors.
Iris (German). Yellow, purple. See named varieties, page 30.
Iris (Japanese). Purple, blue, lavender. \$1.00 EACH.
Iris (Siberian). Purple or white.
Iceland Poppy. Assorted colors.
Larkspur (Delphinium). Gold Medal Hybrids.

Larkspur (Delphinium). Chinese. Blue or White. Ever-blooming.
Larkspur (Delphinium). Belladonna. Tall.
Larkspur (Delphinium). Formosum.
Lobelia. Red or blue.
Mallows (Hibiscus). Pink, red or white.
Myrtle (Vinca). Trailing vine.
Oriental Poppy. Brilliant red. 75c EACH.
Peonies. Red, white or pink. (See page 29.)
Phlox. Various colors. (See pages 27 and 28.)
Pinks, Hardy or old fashioned Garden Pinks. Ass't colors.
Pinks, China.
Platycodon. (Balloon Flower.) Blue or white.
Physostegia. False Dragon Head.
Pyrethrum. See Chrysanthemum.
Rocky Mt. Columbine, Dwarf Columbine. Blue petals.
Spiraea Filipendula. Fern leaved, white flowers. 50c EACH.
Sweet William. Flowers various colors.
Salvia (Azurea). Sky blue. Grows four feet high.
Salacaria. Pink. Attractive.
Sedums for Rock Gardens. (See page 33.)
Statice (Sea Lavender). Blue flowers. Dwarf.
Sweet Pea. (Perennial sweet pea.) Assorted colors.
Tritoma (Red Hot Poker). 75c EACH.
Veronica Spicata. Blue.
Viola (Horned Violet). Mixed. Blooms all summer.
Vinca Minor (Trailing Myrtle). Blue. Dwarf. Early.
Yucca Filamentosa. Evergreen foliage, white blossom. 50c EACH.

It is most important that Perennial plantings be covered with a good, thick mulch of coarse material, preferably Evergreen boughs, coarse hay or straw to prevent alternate freezing and thawing during the winter months which is very harmful to the plants, often heaving them out of the ground, which will ruin them. The mulch should be applied about the first of December after the ground is slightly frozen.

Rock Garden Plants

SEDUM (Stonecrop, Liveforever)

The ideal Rock Garden plant. Low growing, filling in nicely around the rocks. Sedum are hardy and require no winter protection. No rock garden is complete without an assortment of various kinds of sedum. We list below varieties that have proven very satisfactory in our plantings: **Acre** (Golden Moss). Much used for covering graves; foliage green; flowers bright yellow; prostrate and slowly spreading.

Album. Dwarf and spreading; thick, waxy round foliage; white flowers; good rock plant.

Altissimum. Compact; fleshy blue-green sharply pointed leaves. Very pretty plant.

Kamtschaticum. Orange-yellow flowers, with prostrate, green foliage, turning golden in autumn.

Lydiu. Very fine rock plant; blue-green foliage and of prostrate habit.

Reflexum. Creeping, reddish stems; nodding buds; heads of yellow flowers; very choice kind.

Sarmentosum. Excellent dwarf variety for rockeries or bordering edgings. The best Sedum for filling seams between rocks in wall garden; rapid grower.

Sexangulare. Very dark green foliage; yellow flowers; habit much like that of the Acre.

Stoloniferum. Most desirable; evergreen leaves; flowering purplish pink. July and August. Excellent for Rock Garden.

Spectabile. One of the prettiest erect growing species, attaining a height of 18 inches, with broad, light green foliage and immense heads of handsome, showy, rose colored flowers; indispensable as a late fall-blooming plant.

VERONICA

A very interesting family of plants that form excellent subjects for the hardy border and rockery. They will thrive in a rich, well-drained soil in an open situation in full sun.

Elegans. A nice erect growing variety, 12 inches; big flowers, pink; July.

Rupestris. A fine rock plant growing 3 to 4 inches high; thickly matted, deep green foliage, hidden in early June under a cloud of bright blue flowers. Does well in light shade and is also a good ground cover for shrub borders.

Spicata. Long spikes of violet-blue flowers all summer; a very fine variety for the middle of the hardy border. For best results lift and divide every three years, and fertilize well with bone meal. Grows about 24 inches tall.

THYMUS

Very choice low plants making dense mats. Excellent for rockeries or among stepping stones. Thrive in poor acid soil in sun.

Coccineus. A carpet of dark green, with many dark red flowers in June-July.

STATICE (Latifolia)

(Sea Lavender). Broad, thick leaves; upright; finely branched panicals of small blue flowers; growing 1 to 2 feet high. August-September. Splendid for cutting and drying. Endures driest weather.

CARPATICA (Harebell)

A pretty species growing in compact tufts, not exceeding eight inches high; flowers clear blue; held erect on wiry stems. It begins blooming in June, continuing until October. As an edging for a hardy border or for the rockery, it is unsurpassed.

Special Price (any variety on this page),

35c each; 3 for \$1.00; 10 for \$3.00

HELIANTHEMUM (Rock or Sun Rose)

Low-growing, evergreen plants, forming broad clumps, and which during their flowering season, July to September, are hidden by a mass of bloom; for the front of the border, the rockery, or a dry, sunny bank.

Multiply. Golden yellow flowers, light green foliage.

Potifidum. Yellow flowers, blue-green foliage.

Stramianum. Rose-white, yellow center, glossy green foliage.

Varabile. Pinkish-yellow flowers, foliage glossy green.

Special Price, 35c each; 3 for \$1.00; 10 for \$3.00

Rock Garden Evergreens

Every Rock Garden should contain a collection of various varieties of evergreens to add color and beauty to the garden during both summer and winter. Evergreens brighten the garden with their sparkling green branches during the winter days when the perennials are dormant and snow covers the ground. We recommend the following list as being very adaptable for Rock Garden plantings:

JUNIPERS

Savin. Semi-erect, deep green foliage.

Pfitzeriana. Dwarf spreading, silver-green.

Horizontalis. Low-growing, bluish-green.

Swedish. Upright, silver-green.

Virginiana. Erect, bronze-green.

PINE

Mugho. Spreading, rich green.

Norway. Upright, dark green.

Austrian. Unique shape, light green.

Scotch. Erect, blue-green.

SPRUCE

Black Hills. Very shapely, dense foliage.

White. Upright, rich green foliage.

ARBOR VITAE

Globosa. Round shape, a perfect ball.

Pyramidal. Slender, very fine.

Golden. Yellow tinted upright tree.

Siberian. Dark green, bushy.

	Each	Per 10
Above trees 6 to 8 inch.....	\$.50	\$4.00
Above trees 8 to 12 inch.....	.75	6.00

Each order for Rock Garden Evergreens must be for five or more trees.

SPECIAL ROCK GARDEN COLLECTION

10 trees 6 to 8 inch (one of a kind).....	\$3.50
25 trees 6 to 8 inch (two of a kind).....	8.00

FALL BULBS

Always write a separate order for Fall stock. Do not use same order blank for Spring goods. Sell these Bulbs for Fall Delivery ONLY at the following prices:

	Per Doz.	Per 100
Tulips, single, assorted.....	\$1.00	\$ 7.50
Tulips, double, assorted.....	1.50	10.00
Tulips, Darwin, assorted.....	1.50	10.00

Blooming Seasons of Popular Shrubs

Date of bloom; color of flowers and attractive berries.

Also shade loving shrubs.

BLOOMING IN APRIL

†*Barberry	Yellow
Flowering Almonds.....	White and Pink
Golden Bell (Forsythia)	Yellow
Spirea Auguta	White
Lilacs.....	Purple, Red and White
Flowering Plum	Pink
Spirea Thunbergii	White
Japan Quince	Scarlet

BLOOMING IN MAY

*Honeysuckles.....	Pink, Yellow, Red and White
Mock Oranges	White
Spirea Van Houttei	White
†*Dogwoods	White
*Arrowwood (Vib. Dentatum)	White
*H. B. Cranberry	White
Snowball	White

BLOOMING IN JUNE

Weigelias	Pink and Red
*Bush Honeysuckle.....	Pink, Red, Yellow and White
Mock Orange	White
*Rugosa Roses.....	Red and White
†*Golden Elder	White
Tamarix	Purple
Deutzia	White
Euonymous	Pink
Spirea Aurea	White

BLOOMING IN JULY

Weigelias	Pink and Red
†Hydrangea, A. S.	White
†*Rugosa Roses	Red and White
Spirea Froebellii	Red
†*Snowberry, White	Blue
†*Snowberry, Red	White
Althea	Purple, Pink and White
Spirea A. Waterer	Red

BLOOMING IN AUGUST

†Hydrangea, A. S.	White
*Rugosa Roses	Red and White
Spirea Froebelli	Red
†*Snowberry, White	Blue
Sumach	Various
Spirea Billardi	Pink
Spirea Bumalda	Red
Spirea Sorbifolia	White

BLOOMING IN SEPTEMBER AND OCTOBER

†Hydrangea, P. G.	White
†Hydrangea, A. S.	White
*Rugosa Roses.....	Red and White
Spirea Froebelli	Red

† Do well in shady places; good for spots where too shady for grass.

* Have fall or winter berries.

A FEW FACTS

OF INTEREST TO SALESMEN

We are the largest growers of evergreen trees in America, having over 30 acres covered with seed beds.

Our frost-proof packing house is 150x300 feet, making our packing facilities the best to be found in the United States.

In connection with our work, we are now operating one of the largest Greenhouse Plants in the state, having over 85,000 feet of glass.

Suitable Distances for Planting

Apples	24 by 24 feet
Pears	18 to 20 feet
Peaches	16 to 18 feet
Cherries	15 to 18 feet
Plums	16 to 20 feet
Grapes	8 to 10 feet
Hedges	12 to 18 inches
Currants	3 to 4 feet
Gooseberries	3 to 6 feet
Raspberries, Red	3 to 4 feet
Raspberries, Black	3 to 6 feet
Blackberries and Dewberries.....	3 by 6 feet
Strawberries, rows	1 by 3½ feet
Asparagus	1 by 1½ feet
Rhubarb	3 by 10 feet

Description of Perennial Plants

DWARF—Less than 1 ft.

(Ideal for Rock Gardens)

Iris Pumila

Spirea Filipendula

Pinks, China

Forget-Me-Not

Helianthemums (in
varieties)

Iceland Poppy

Viola (Horned Violet)

Vinca Minor (Trailing
Myrtle)

Yucca Filamentosa

Diathus

Phlox—Rosea

Sedums (in various
varieties)

LOW—1 to 2 ft.

Achillea

Coreopsis

Gladioli

Iris (German)

Oriental Poppy

Platycodon

Pyrethrum (Painted
Daisy)

Spirea Filipendula

Sweet Williams

Statice (Sea Lavender)

Bleeding Heart

(Everblooming)

MEDIUM—2 to 3 Ft.

Aquilegia (Columbine)

Asters

Anemone (Wind Flower)

Babysbreath (Valuable
for Cut Flowers)

Bleeding Heart

(Common Red Variety)

Canterbury Bell

Campanula

Canna Bulbs

Chrysanthemum

Daisy (Shasta) Dwarf

Dahlias

Iris (Japanese)

Iris (Siberian)

Delphinium (Larkspur)

Chinese, Everblooming

Lobelia

Peonies

Phlox

Salvia (Azurea)

Sweet Pea (Perennial)

Veronica Spicata

Salacaria (Lythrum)

TALL—3 ft. and up

Anchusa (Italian Blue)

Boltonia Asterioidies

Digitalis (Same as Fox
Glove)

Daisy (Giant)

Dahlias

Fox Glove

Golden Glow

Hollyhocks

Delphinium (Belladonna—
Bellamosa) Larkspur

Delphinium Gold Medal
Hybrids

Mallows (Hibiscus)

Boltonia Latisquama

Sweet Pea—Lathyrus

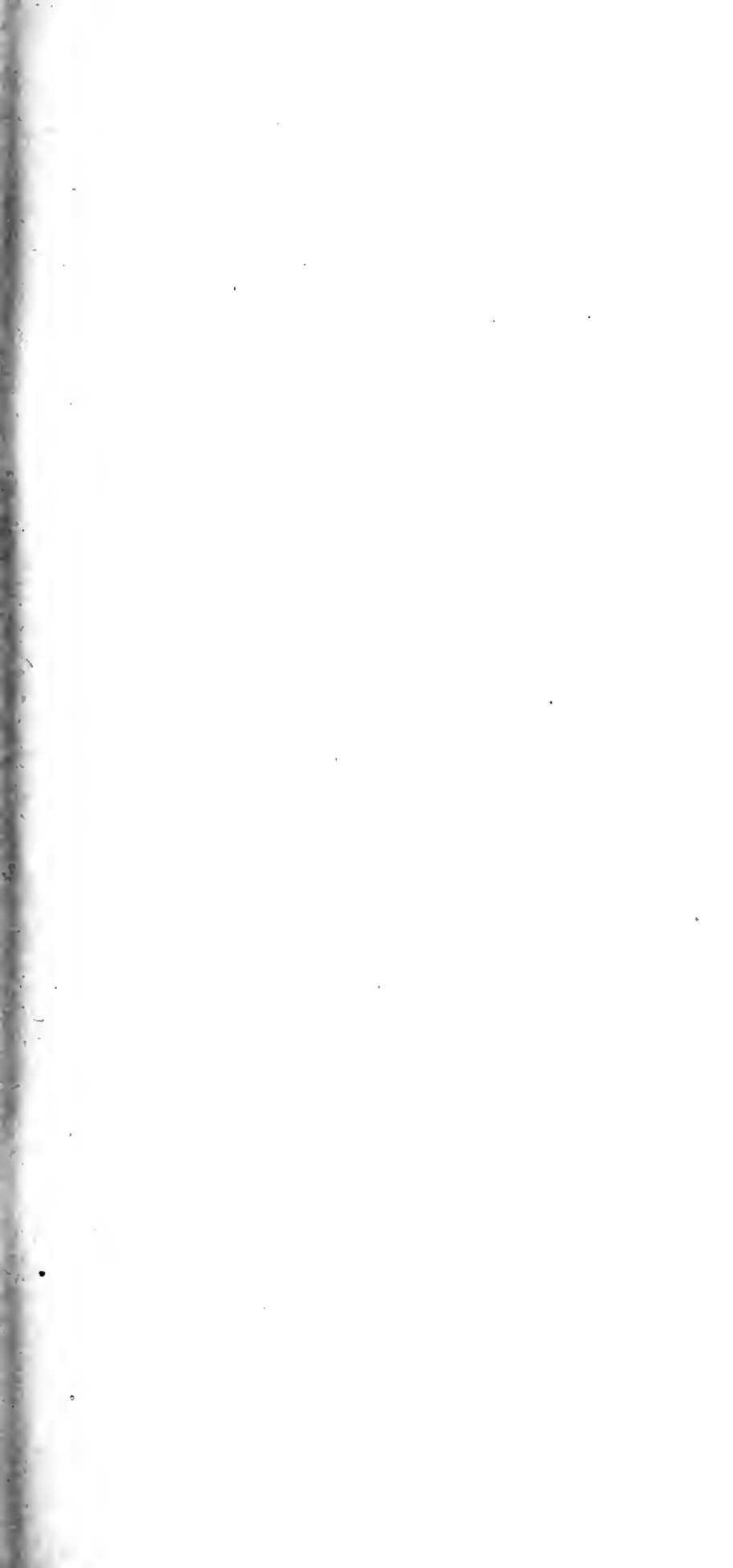
Number of Trees or Plants on an Acre

2 feet each way.....	10,790
3 feet each way.....	4,850
4 feet each way.....	2,723
5 feet each way.....	1,742
6 feet each way.....	1,210
8 feet each way.....	680
10 feet each way.....	430
12 feet each way.....	302
15 feet each way.....	194
18 feet each way.....	135
20 feet each way.....	110
24 feet each way.....	71
32 feet each way.....	40

To ascertain the number of plants required to the acre at any given distance, divide the number of square feet (43,560) in an acre by the number of square feet you desire to devote to each plant. For instance, in strawberries planted $1\frac{1}{2}$ by 4 feet, each hill will occupy 6 square feet, making 7,260 plants to the acre.

Book Orders Early

No nurseryman can carry a complete stock of everything **ALL THROUGH THE ENTIRE SEASON**. It is easier to sell a customer four months ahead of delivery date than to sell just before shipment. It costs the customer **NOTHING** to order early. Early orders receive complete protection on varieties and are always filled with best grades. Each year we have to turn down hundreds of orders for Apples, Evergreens, Hybrid Plums, Specimen Flowering Shrubs and other stock simply because the orders came too late. We were sold out. Book your orders early and avoid this loss and disappointment.



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GET US ANOTHER SALESMAN AND EARN \$25.00

Many of our best salesmen came to us
through salesmen now in our employ.

For each salesman hired through you, we will mail our check for \$5.00 when we have received from said agent \$50.00 in good orders. When the sales of the individual agent amount to \$250.00 we will mail you our check for \$10.00, and another check for \$10.00 will be mailed to you, when we have received from said agent a total of \$500.00 in good business.

In sending names, remember that the only kind of people we are interested in are those who are strictly "on the square" and who are hustlers. We don't want the names of any men whose wishbones are where their backbones ought to be.

